

Greenville County Professional and Technical Services Industry Analysis



South Carolina
Department of
Commerce



August 2008

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INTRODUCTION

The South Carolina Department of Commerce Research Division appreciates the opportunity to assist Greenville County decision makers with additional information as follow-up to the Base Labor Market Analysis.

The professional and technical services sector was one of five sectors selected for additional study. In Greenville County, that sector provided 12,609 jobs in 2007, or approximately 5 percent of Greenville County's 237,000 jobs. The professional and technical services sector encompasses a variety of businesses, including law firms, engineering companies, accounting firms, and information technology companies.

This report provides the following information for the professional and technical services sector:

- Primary occupations used in the sector
- Skills and education needed for those occupations
- Earnings for those occupations including those that pay a living wage
- Projected growth and/or turnover for those occupations
- Major employers in the sector

METHODOLOGY

To define the professional and technical services sector, the three-digit NAICS code for the professional and technical services industry (541) was used to develop employer lists, determine employment numbers in Greenville County, and to view occupational staffing patterns.

To estimate employment by occupation for professional and technical services in Greenville County, statewide occupational staffing patterns for that sector were applied to Greenville County professional and technical services industry employment estimates (staffing patterns are not available for counties). Industry employment estimates came from the Bureau of Labor Statistics' Quarterly Census of Employment and Wages. Staffing pattern data shows the percentage of jobs by occupation for an industry.

Occupational skills and education data were obtained from the national O*Net database. For the skills noted in this analysis, O*Net data ranking the level of the skill needed for each job was used. O*Net data is for occupations nationwide; it is not state or county specific.

For this analysis, the following skills were rated for each occupation:

- Reading Comprehension
- Writing
- Speaking
- Mathematics

To measure adequacy of wages, living wage models were explored. Several models were available utilizing reliable national data from sources such as the U.S. Census, U.S. Department of Commerce Bureau of Economic Analysis, U.S. Department of Labor Bureau of Labor Statistics, U.S. Department

of Agriculture, U.S. Department of Housing and Urban Development, and the Children's Defense Fund.

The model utilized for this analysis was developed by Pennsylvania State University using the sources listed above. The model provided data up to 2004 by area. That data was adjusted for inflation using the 2008 Consumer Price Index for All Urban Consumers. Based on this data, a family consisting of one adult and one child would need an annual salary of \$31,477, or an hourly wage of \$15.13, as a living wage in Greenville County. The hourly wage was determined by dividing the annual salary by 2,080 hours.

To determine whether there were significant employment opportunities for the occupations examined, both growth prospects and turnover were identified.

Occupations with projected growth of 100 or more from 2006-2016 in Greenville County were categorized as high-growth jobs. The source for this data was Economic Modeling Specialists Inc (EMSI). Occupations for which 70 percent or more of their annual job openings were due to replacement needs (based on statewide data) were identified as high-turnover jobs. For all jobs in South Carolina, turnover accounts for 59 percent of annual openings. South Carolina Department of Commerce 2006-2016 projections data was the source for turnover.

PRIMARY OCCUPATIONS

For this analysis, the following characteristics were determined for occupations with 100 or more employees in Greenville County's professional and technical services sector:

- 2007 employment,
- Median wage (for Greenville County),
- Skills and education typically needed to perform the job,
- The determination whether the occupation has a living wage for Greenville County, and
- Significant growth prospects and/or high turnover.

For the professional and technical services sector, 37 occupations have 100 or more employees. Below are the 10 occupations with the highest employment in the sector in Greenville County. A list of all occupations with employment of at least 100 along with their characteristics can be found in the appendix.

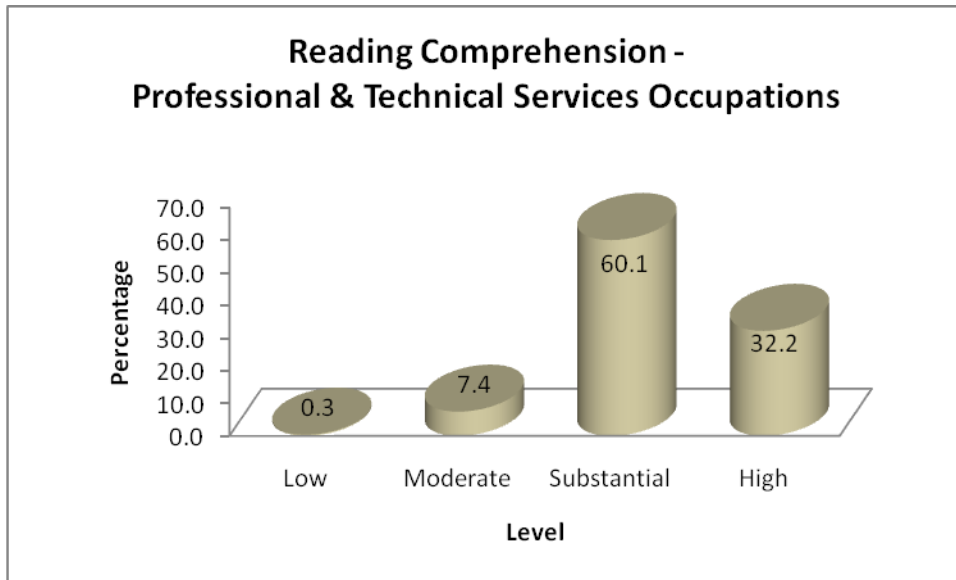
Occupation	Median Wage	Estimated Employment
Lawyers	\$53.41	778
Paralegals and Legal Assistants	\$22.15	594
Legal Secretaries	\$19.65	567
Bookkeeping, Accounting and Auditing Clerks	\$15.37	524
Office Clerks, General	\$11.88	487
Accountants and Auditors	\$22.33	474
Secretaries (except legal, medical and executive)	\$13.97	449
Computer Programmers	\$29.61	297
Civil Engineers	\$34.28	244
Management Analysts	\$22.01	219

Source: EMSI, SC Department of Commerce.

SKILLS AND EDUCATION

Reading Comprehension

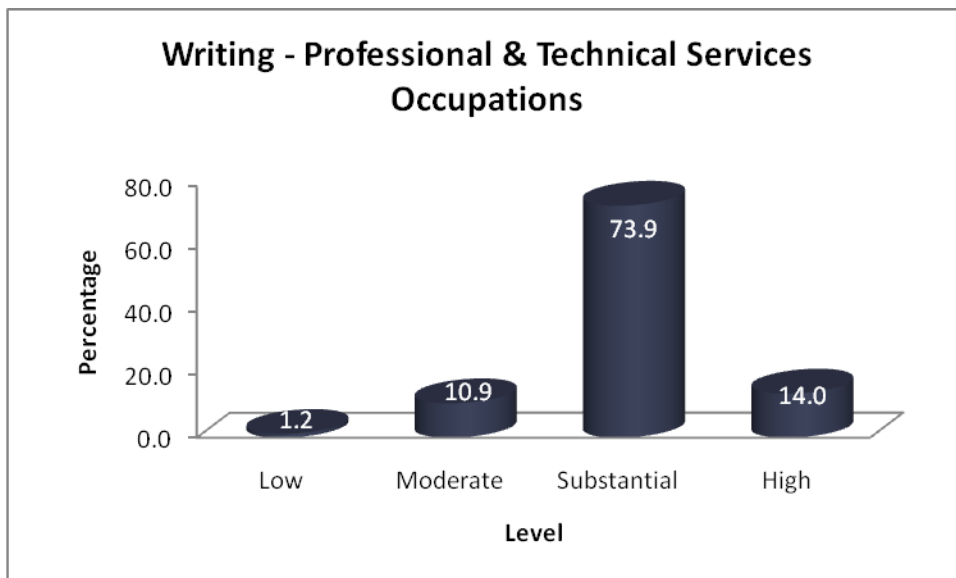
Of Greenville's professional and technical services jobs, 92 percent require a substantial or high level of reading comprehension.



Source: SC Department of Commerce, US Department of Labor (O*Net).

Writing

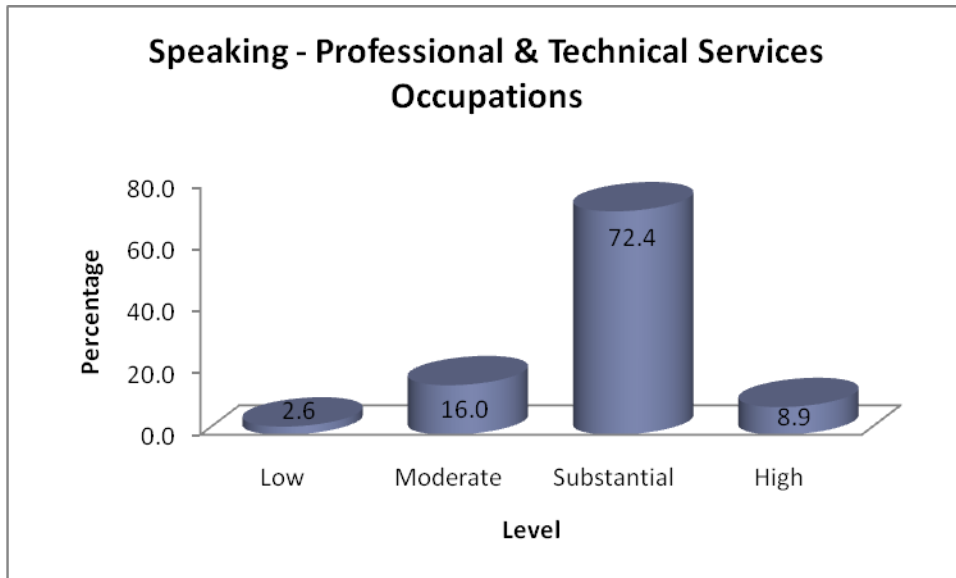
Almost 90 percent of Greenville's professional and technical services jobs require a substantial or high level of writing skills.



Source: SC Department of Commerce, US Department of Labor (O*Net).

Speaking

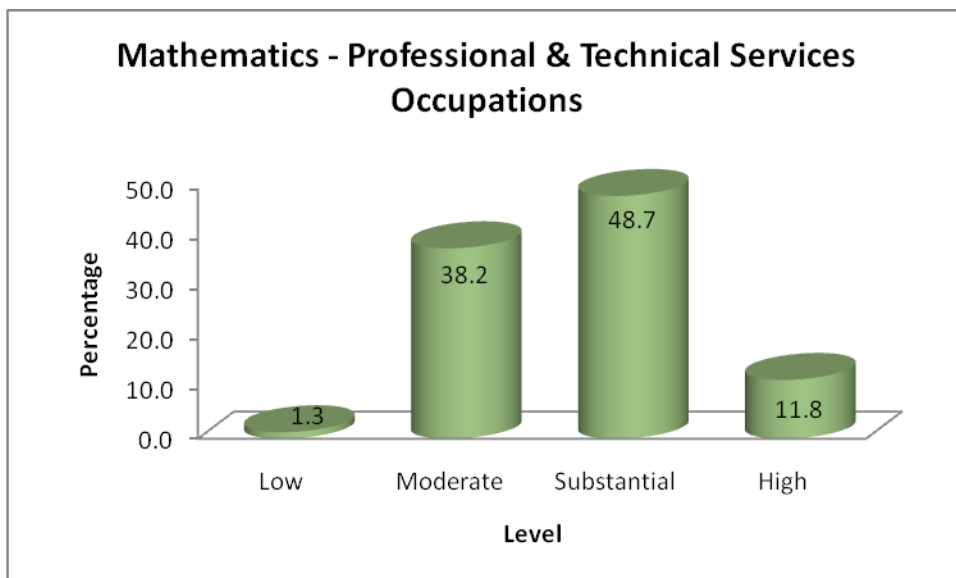
Over 80 percent of Greenville's professional and technical services jobs require a substantial or high level of speaking ability.



Source: SC Department of Commerce, US Department of Labor (O*Net).

Mathematics

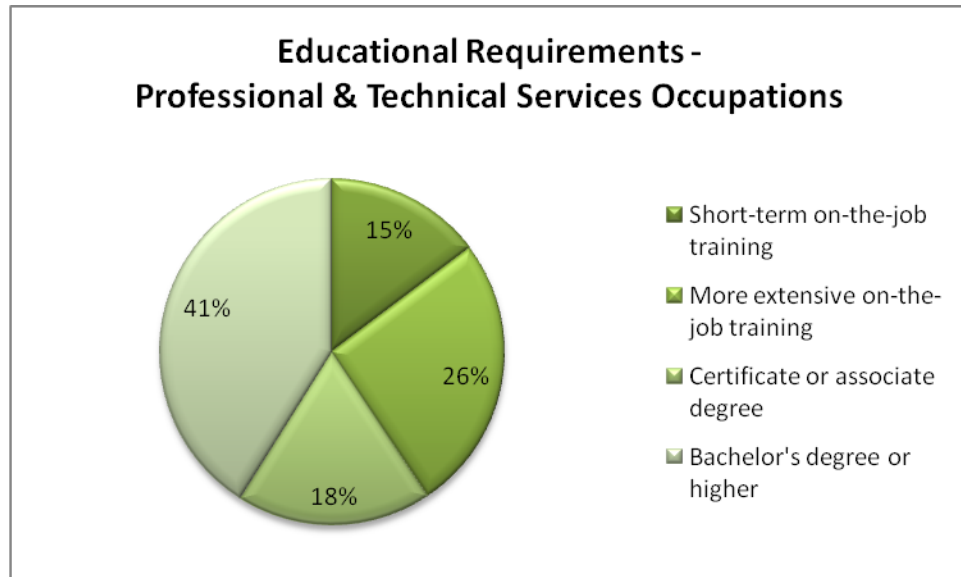
Almost 90 percent of professional and technical services jobs in Greenville County require a moderate or substantial level of math ability.



Source: SC Department of Commerce, US Department of Labor (O*Net).

Education

The majority of all jobs in Greenville's professional and technical services sector require post-secondary education, with over 40 percent requiring a college degree. However, 15 percent only require short-term training, giving a good number of people the opportunity to enter the industry.



Source: SC Department of Commerce, US Department of Labor (O*Net).

LIVING WAGE JOBS

Within the 37 profiled occupations, the following occupations meet or exceed the living wage described in “Methodology”.

Occupation	Median Wage
Nuclear Engineers	\$67.26
Chief Executives	\$59.82
Lawyers	\$53.41
Veterinarians	\$47.05
Engineering Managers	\$45.83
Mechanical Engineers	\$36.87
General and Operations Managers	\$35.92
Computer Systems Analysts	\$35.70
Computer Software Engineers, Applications	\$35.35
Civil Engineers	\$34.28
Computer Software Engineers, Systems Software	\$33.25
Computer Programmers	\$29.61
Electrical and Electronic Engineering Technicians	\$24.86
Business Operations Specialists	\$24.82
Architectural and Civil Drafters	\$23.94
Surveying and Mapping Technicians	\$23.00
Accountants and Auditors	\$22.33
Paralegals and Legal Assistants	\$22.15
Management Analysts	\$22.01
Surveyors	\$21.23
Supervisors/Managers of Office and Administrative Support Workers	\$20.14
Legal Secretaries	\$19.65
Computer Support Specialists	\$18.52
Executive Secretaries and Administrative Assistants	\$17.60
Civil Engineering Technicians	\$16.91
Bookkeeping, Accounting and Auditing Clerks	\$15.37

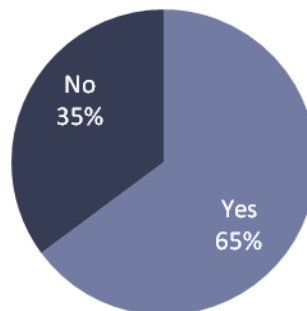
Source: EMSI.

OCCUPATIONS WITH SIGNIFICANT OPPORTUNITIES

Specific jobs with high projected growth and/or high turnover are listed directly below. As the chart below demonstrates, 24 (65 percent) of the 37 profiled professional and technical services occupations have high projected growth and/or high turnover. (Please see “Methodology” for an explanation of what constitutes high growth and turnover for this analysis)

- Lawyers
- Paralegals and Legal Assistants
- Bookkeeping, Accounting and Auditing Clerks
- General Office Clerks
- Accountants and Auditors
- Secretaries (except legal, medical, and executive)
- Computer Programmers
- Civil Engineers
- Management Analysts
- Receptionists and Information Clerks
- Inspectors, Testers, Sorters, Samplers and Weighers
- Computer Software Engineers, Systems Software
- Executive Secretaries and Administrative Assistants
- Tax Preparers
- Supervisors/Managers of Office and Administrative Support Workers
- Laborers and Freight, Stock and Material Movers, Hand
- Customer Service Representatives
- Mechanical Engineers
- Computer Support Specialists
- Architectural and Civil Drafters
- Computer Software Engineers, Applications
- Couriers and Messengers
- Computer Systems Analysts
- Business Operations Specialists

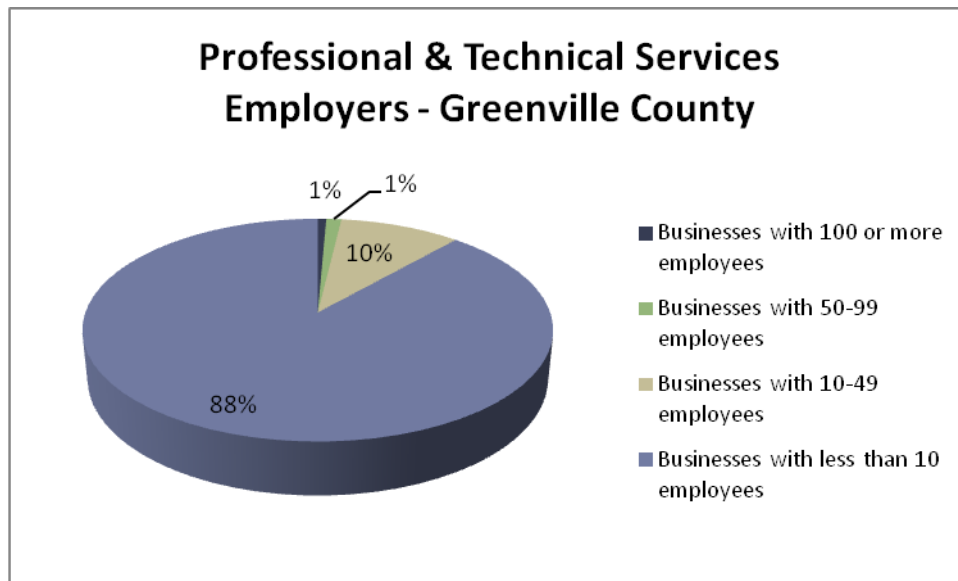
**High Growth and/or Turnover?
Profiled Professional & Technical Services
Occupations**



Sources: EMSI, SC Department of Commerce.

EMPLOYERS

The Research Division utilized two national business databases, Dun & Bradstreet and InfoUSA, to come up with a list of professional and technical services employers in Greenville County. These two sources showed 3,982 professional and technical services businesses in Greenville County, employing from 1 to 3,200 people. About 1 percent of, or 26, professional and technical services companies employed 100 or more people. The chart below breaks down the professional and technical services employers by size in Greenville County.



Source: Dun & Bradstreet and infoUSA.

The list below gives detailed information for the 26 professional and technical services businesses with 100 or more employees.

Greenville County Professional & Technical Services Firms with 100 or More Employees

Company Name	City	Business Description	Employees
Lockheed Martin Logistics Management	Greenville	Management Consulting Services	3,200
Orion Group	Greenville	Public Relations Counselors	1,800
Michelin Americas Research	Greenville	Commercial Physical Research Services	900
Teletech Holdings	Greenville	Services	900
International Business	Greenville	Computer-Related Maintenance Service	300
O'Neal Inc	Greenville	Engineering Services, Architectural Services	280
Honeywell International Inc	Greer	Engineering Services	275
CA Inc	Greenville	Computer Consultant	250
Day & Zimmermann International	Greenville	Engineering Services	250
Advanced Automation	Greenville	Engineering	200
Southeastern Products Precision	Greenville	Display Designers & Producers	200
Elliott Davis	Greenville	Computers-Networking	150
Ernst & Young LLP	Greenville	Certified Public Accounts, Auditors & Management Consultants	150
Haynsworth Sinkler Boyd PA	Greenville	Attorneys	150
Western Summit Constructors	Simpsonville	Water Purification Consulting Services	150
Sourcelink Carolina LLC	Greenville	Direct Mail Advertising Services	135
E & C Amec Services Inc	Greenville	Engineering And Consulting	125
E S Wagner	Piedmont	Engineers-Highways & Bridges	125
Leatherwood, Walker, Todd	Greenville	Legal Services Office	105
Aramark Sports & Entertainment	Tigerville	Management Consulting Services	100
Coats & Clark	Greer	Distribution Services	100
Computer Task Group Inc	Greenville	Information Technology Services	100
Jackson-Dawson	Greenville	Advertising Agency & Public Relations	100
Jacobs Engineering Group Inc	Greenville	Engineering Services	100
Nelson Mullins Riley & Scarborough	Greenville	Attorneys	100
Ogletree Deakins	Greenville	Attorneys	100

Source: Dun & Bradstreet and infoUSA.

Appendix: Profiled Professional & Technical Occupations

Title	Standard Occupational Code	Median Wage	Employment	Reading Comprehension	Active Listening	Writing	Speaking	Mathematics	Education	High Growth?	High Turnover?
Lawyers	231011	53.41	778	High	High	High	High	Substantial	First professional degree	Yes	No
Paralegals & Legal Assistants	232011	22.15	594	Substantial	Substantial	Substantial	Substantial	Moderate	Associate degree	Yes	No
Legal Secretaries	436012	19.65	567	High	Substantial	Substantial	Substantial	Moderate	Postsecondary vocational award	No	No
Bookkeeping, Accounting & Auditing Clerks	433031	15.37	524	Substantial	Substantial	Substantial	Moderate	Substantial	Moderate-term on-the-job training	Yes	No
General Office Clerks	439061	11.88	487	Substantial	Substantial	Substantial	Moderate	Moderate	Short-term on-the-job training	Yes	No
Accountants & Auditors	132011	22.33	474	Substantial	Substantial	Substantial	Substantial	Substantial	Bachelor's degree	Yes	No
Secretaries (except legal, medical & executive)	436014	13.97	449	Substantial	Substantial	Substantial	Substantial	Moderate	Moderate-term on-the-job training	Yes	No
Computer Programmers	151021	29.61	297	Substantial	Substantial	Substantial	Substantial	Substantial	Bachelor's degree	No	Yes
Civil Engineers	172051	34.28	244	High	High	High	Substantial	High	Bachelor's degree	No	Yes

Title	Standard Occupational Code	Median Wage	Employment	Reading Comprehension	Active Listening	Writing	Speaking	Mathematics	Education	High Growth?	High Turnover?
Management Analysts	131111	22.01	219	High	High	Substantial	Substantial	Substantial	Bachelor's or higher degree, plus work experience	Yes	No
Receptionists & Information Clerks	434171	11.27	209	Substantial	Substantial	Substantial	Substantial	Moderate	Short-term on-the-job training	Yes	No
General & Operations Managers	111021	35.92	206	Substantial	Substantial	Substantial	Substantial	Substantial	Bachelor's or higher degree, plus work experience	N/A	N/A
Surveying & Mapping Technicians	173031	23.00	199	Substantial	Substantial	Substantial	Substantial	Substantial	Moderate-term on-the-job training	No	No
Inspectors, Testers, Sorters, Samplers & Weighers	519061	13.21	196	Moderate	Moderate	Moderate	Moderate	Substantial	Moderate-term on-the-job training	No	Yes
Computer Software Engineers, Systems Software	151032	33.25	188	High	Substantial	Substantial	Substantial	High	Bachelor's degree	Yes	No
Executive Secretaries & Administrative Assistants	436011	17.60	187	Substantial	Substantial	Substantial	Substantial	Moderate	Moderate-term on-the-job training	Yes	No

Title	Standard Occupational Code	Median Wage	Employment	Reading Comprehension	Active Listening	Writing	Speaking	Mathematics	Education	High Growth?	High Turnover?
Tax Preparers	132082	13.45	183	Substantial	Substantial	Substantial	Substantial	Substantial	Moderate-term on-the-job training	No	Yes
Supervisors/Managers of Office & Administrative Support Workers	431011	20.14	178	Substantial	Substantial	Substantial	Substantial	Substantial	Work experience in a related occupation	Yes	No
Electrical & Electronic Engineering Technicians	173023	24.86	176	Substantial	Substantial	Substantial	Substantial	Substantial	Associate degree	No	No
Veterinary Assistants & Laboratory Animal Caretakers	319096	11.11	176	Substantial	Substantial	Substantial	Substantial	Moderate	Short-term on-the-job training	No	No
Laborers & Freight, Stock & Material Movers (hand)	537062	10.90	173	Moderate	Moderate	Moderate	Low	Moderate	Short-term on-the-job training	Yes	Yes
Civil Engineering Technicians	173022	16.91	153	Substantial	Substantial	Substantial	Substantial	High	Associate degree	No	No
Customer Service Representatives	434051	14.25	148	Substantial	Substantial	Substantial	Substantial	Moderate	Moderate-term on-the-job training	Yes	No
Mechanical Engineers	172141	36.87	141	High	Substantial	Substantial	Substantial	High	Bachelor's degree	No	Yes

Title	Standard Occupational Code	Median Wage	Employment	Reading Comprehension	Active Listening	Writing	Speaking	Mathematics	Education	High Growth?	High Turnover?
Surveyors	171022	21.23	139	Substantial	High	Substantial	Substantial	High	Bachelor's degree	No	No
Veterinary Technologists & Technicians	292056	13.76	138	High	Substantial	Substantial	Substantial	Substantial	Associate degree	No	No
Computer Support Specialists	151041	18.52	137	Substantial	Substantial	Substantial	Substantial	Moderate	Associate degree	Yes	No
Architectural & Civil Drafters	173011	23.94	136	High	Substantial	Substantial	Substantial	Substantial	Postsecondary vocational award	No	Yes
Chief Executives	111011	59.82	129	Substantial	High	Substantial	Substantial	Substantial	Bachelor's or higher degree, plus work experience	N/A	N/A
Computer Software Engineers, Applications	151031	35.35	129	High	High	Substantial	Substantial	Substantial	Bachelor's degree	Yes	No
Billing & Posting Clerks & Machine Operators	433021	15.11	118	Substantial	Substantial	Moderate	Moderate	Moderate	Moderate-term on-the-job training	No	No
Couriers & Messengers	435021	14.63	116	Moderate	Moderate	Moderate	Moderate	Moderate	Short-term on-the-job training	Yes	No
Nuclear Engineers	172161	67.26	114	High	Substantial	High	Substantial	High	Bachelor's degree	No	No

Title	Standard Occupational Code	Median Wage	Employment	Reading Comprehension	Active Listening	Writing	Speaking	Mathematics	Education	High Growth?	High Turnover?
Computer Systems Analysts	151051	35.70	113	High	Substantial	Substantial	Substantial	Substantial	Bachelor's degree	Yes	No
Veterinarians	291131	47.05	112	High	High	Substantial	High	Substantial	First professional degree	No	No
Engineering Managers	119041	45.83	108	High	High	Substantial	Substantial	High	Bachelor's or higher degree, plus work experience	N/A	N/A
Business Operations Specialists	131199	24.82	107						Bachelor's degree	Yes	No

Occupations pay above the living wage of \$15.13 per hour.

Sources: Economic Modeling Specialists Inc., U.S. Department of Labor (O*Net) and S.C. Department of Commerce.



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